

Message Text

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PAGE 01 SEOUL 03477 260850Z
ACTION EB-08

INFO OCT-01 EA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 SS-15
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FM AMEMBASSY SEOUL
TO SECSTATE WASHDC 715
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E.O. 11652: N/A
TAGS: EAIR, KS
SUBJECT: CIVAIR: KOREAN GOVERNMENT REQUEST FOR CONSULTATIONS

REF: STATE 105011

1. EMBASSY SEOUL RECOMMENDS THAT THE USG AGREE TO INITIATE CIVAIR CONSULTATIONS WITH THE ROKG THIS SUMMER. ALTHOUGH WE ARE UNABLE TO STATE CONCLUSIVELY THAT A NEW AGREEMENT WITH KOREA WOULD FORCE THE JAPANESE TO RECONSIDER THEIR POSITION ON LOW FARES AND MORE LIBERAL CHARTERS, IT WOULD APPEAR FROM SEOUL'S PERSPECTIVE THAT ANY AGREEMENT EMBODYING THESE FEATURES PERMITTING KAL AND U.S. CARRIERS TO SERVICE ROUTE(S) WHICH JAL ALSO UTILIZES COULD HAVE A CONSTRUCTIVE EFFECT ON THE JAPANESE.

2. WE BELIEVE THAT THE KOREANS WOULD BE RECEPTIVE TO AN APPROACH WHICH WOULD PROVIDE THEM WITH ADDITIONAL ROUTE(S) TO POINTS IN THE U.S. IN EXCHANGE FOR LOWER FARES AND INCREASED CHARTER FLIGHTS. INNOVATIVE FARES FOR THE KOREANS PRESENT NO PROBLDBM C CE PROBLY NO ONE IN THE BUSINESS CAN BE AS INNOVATIVE AS KAL.

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3. IN ADDITION TO THE ABOVE POINTS, U.S. NEGOTIATORS SHOULD SEEK TO REMOVE SOME OF THE ALLEGED "SUBTLE" DISCRIMINATION PRACTICED IN THE KOREAN MARKET TO FAVOR THE NATIONAL AIRLINE. WE HAVE FOR SEVERAL MONTHS SOUGHT FROM LOCAL REPRESENTATIVES OF NORTHWEST AND FLYING TIGERS WRITTEN SPECIFIC EXAMPLES OF THEIR PROBLEMS IN THIS AREA BUT THEY HAVE BEEN RELUCTANT TO COMPLY. DESPITE THEIR FREQUENT

COMPLAINTS SUCH PRACTICES EXIST. THESE PRACTICES ARE
REPORTEDLY WIDESPREAD AND DIFFICULT TO PINPOINT, BUT SOME
EFFORT IS NEEDED TO IMPROVE THE COMPETITIVE POSITION OF THE
U.S. CARRIERS. THIS APPEARS TO BE ESPECIALLY TRUE FOR FREIGHT
FORWARDING WHERE KAL IS REPORTEDLY TO HAVE BETWEEN 65 - 80
PERCENT OF MARKET SHARE.
SNEIDER

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